



Market News

Words of Wisdom for Ranch Sellers

By Craig Janssen

It may sound silly when you say it aloud, however decisions about selling your ranch are some of the most important you make in your life. In ranch transactions there can be high dollars at stake so care and thoughtfulness are vital. From the very first day the property hits "the market" it is essential that buyers see the ranch at its best. It's never too early for sellers to photograph and keep records on the history of the ranch. Most brokers do a good job of marketing a place yet cannot be onsite for every season, sunset or hunting and fishing trip. Lifestyle shots are key to interest a buyer. Carry a camera with you and ask guests and employees to do the same.



To have a successful transaction takes a team effort. With regards to pricing, speak with your broker about recent sales in the area. In challenging markets it is especially important to correctly price your ranch from the start; a ranch gets the most attention during the first two to six months. Be realistic on price otherwise there is substantial risk of doing more harm than good. Most importantly find a real estate firm that specializes in your property type. Choose someone that you enjoy and with whom you are comfortable with in a business setting. Make sure your broker has a consistent history of responding to email and phone calls promptly. The process is an emotional roller coaster, so be ready. With the broker's help and diligent preparation the process will proceed smoothly, and you might be surprised it will be fun as well as financially rewarding.

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New Listings :

Gallatin Reserve - Bozeman, Montana

With its half-mile of East Gallatin River



frontage, peaceful seclusion, great fishing, abundant wildlife, and convenience to Bozeman—the 68-acre Gallatin Reserve is a rare piece of Gallatin Valley dream property. Bald eagles, sandhill cranes, wild turkeys, hawks, deer and pheasants are plentiful, and waterfowl are constantly moving up and down the river. Gallatin Reserve's seclusion is created by the East Gallatin River and stands of mature cottonwoods on one side, a reclaimed railroad berm planted with spruce trees on the other side, and more spruce trees plus private, large-acreage lands to the northwest. The acres that are not wetland, river corridor, and wildlife habitat are freshly planted into alfalfa and native grasses for hay production, horse pasture, and additional wildlife benefits. The half-mile of Gallatin River on the property holds large brown trout and rainbows in a classic riffle, run, and pool fishery. Fish average twelve to sixteen inches, with trophies hitting up to ten pounds. Hungarian partridge are common on the property as well, and waterfowling for ducks and geese is superb. Also, hunters can use a bow or shotgun when hunting for trophy whitetails. An approved and installed septic system and new graveled driveway make this spot ready to build your dream home by the river. There are currently no other parcels available with this much river and privacy so close to the conveniences of Bozeman.

Offering Price is \$1,900,000

Marks Ranch - Townsend, Montana

The Marks Ranch is located 40 minutes northwest of Helena near Townsend, Montana. The topography of the 510 acres includes flat irrigated ground, rolling grass lands and riparian lands. This well-kept and easily maintained property offers great opportunities for anglers, hunters, equestrians and outdoor enthusiasts with 269 irrigated acres and 241 dry land acres. Improvements include a 4,000 sqft residence with three bedrooms and two bathrooms. The home has an open floor plan and offers mountain views through its many expansive windows. The ranch also boasts a heated horse barn and shop with six stalls in addition to a 40-acre fenced pasture. This private and easy to access Montana ranch for sale offers many possibilities in a scenic setting.



Offering Price is \$1,299,000

Hyalite Reserve - Bozeman, Montana

Located in the northeast part of Montana's Gallatin Valley, the Hyalite Reserve is a truly distinctive piece of property with live water, wildlife, and spectacular mountain views. With its creek-side house site and over one-third mile of Hyalite Creek flowing through the property, you'll feel like you've found your own special piece of Montana at last. And, at an affordable price. Hyalite Creek winds through the east end of this 26-acre parcel, drawing in wildlife and birds. A buck-and-rail fence was recently constructed on the west boundary, and the Reserve's 20 acres of hay and grain fields were recultivated and reseeded with alfalfa and grass in the spring of 2010. With its sweet honey holes, Hyalite Creek offers seasonal fishing during the summer and fall as fish migrate up from the confluence with the Gallatin River, just downstream. For hunters, thick cover along the creek affords good hunting for pheasants and Hungarian partridge, and waterfowling for ducks and geese can also be superb. Take a good look at this offering—Hyalite Reserve could be the opportunity to acquire your own piece of creek-front heaven in the Gallatin Valley.



Offering Price is \$750,000

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